

Applications Engineer / Technical Sales

Zaber Technologies (www.zaber.com) is looking for an Applications Engineer who enjoys helping people find creative solutions to difficult problems and working with a team of friendly, motivated, and high-performing individuals. This is a full-time position with some flexibility in scheduling working hours.

Our company's focus is on designing and manufacturing the world's easiest-to-use positioning equipment and making sure that every customer who deals with us recognizes that we legitimately care about serving them. Our customers include many of the top technology companies, research labs, and universities around the world. See what Zaber employees are writing on Glassdoor: <http://tinyurl.com/zaber-at-glassdoor>

Desired Qualities

- Engineering degree
- Excellent written and verbal communication skills
- Experience with sales, technical support, and/or customer service
- Deeply ingrained understanding of the difference between satisfying customers' expectations and exceeding them
- Good hands-on and conceptual mechanical aptitude
- Some experience with any of the following programming languages and environments: Python, PHP, MySQL, C#, C++, and Java
- Excellent team player who leads when required and works in the best interest of the team
- Attention to detail
- Marketing and sales training and/or education an asset
- Experience in the photonics and optics, life sciences, and/or automation industries an asset

Responsibilities

- Impress our customers
- Help customers choose equipment that best suits their requirements
- Provide technical support via phone and/or email
- Test product behavior identified by customers as important to their applications
- Process sales orders and shipments
- Develop relationships with existing and potential customers
- Give input into new product designs
- Develop and document customer service practices
- Occasionally attend trade shows and represent Zaber at our booth

How to Apply

If you are viewing this posting on a website other than Zaber's, you may want to visit www.zaber.com/careers to confirm that it's still open. You may also see other postings there that are of interest.

Email your application to careers@zaber.com. As the subject of your email, use "Application for Applications Eng position from <your name>". Attach a cover letter and resume in one file to your email in PDF format (name it "firstname-lastname.pdf" in all lower case). In your cover letter, please indicate how you heard about the job posting. You will hear back from us within two weeks.

We are interested in direct applications only. No recruiters please.